

## Message Text

UNCLASSIFIED

PAGE 01 TEGUCI 01813 132209Z  
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W  
-----130797 141759Z /72  
R 132023Z APR 78  
FM AMEMBASSY TEGUCIGALPA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0068

UNCLAS TEGUCIGALPA 1813

E.O. 11652: N/A  
TAGS: BBSR, HO  
SUBJ: WTDR/FTI: FERRETERIA FARAJ S.A. DE C.V.

REF: USDOC 05202

1. HONDURAS

OFFICE USE: 2. 215 3. 0052500 4. 01

5. FERRETERIA FARAJ S.A. DE C.V.

6. APARTADO POSTAL 221; 3 AVE. S.O. #25

7. SAN PEDRO SULA, CORTES

8. CONTACT: FOUAD I. FARAJ

9. TITLE: GENERAL MANAGER

10. PHONE: 520026 11. TELEX: NONE

12. CABLE: FEFASA

13. ESTABL: 1970 14. EMPL: 80 15. SIZE: LARGE

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16. REPUTATION: Y-GOOD 17. RPT. DATE: 04/78

OFFICE USE: 18. K 19. N/A 20. X 21. N/A 22. 15

23A. 34233/1 RET, OF FILES RASPS, SHOVELS, HAMMERS AND OTHER  
HAND TOOLS.

23B. 34232/1 RET OF EDGE TOOLS, HAND OPERATED.

23C. 34294/1 RET OF BUILDERS' HARDWARE.

23D. 35611/15 IMP, RET OF INDUSTRIAL PUMPS.

23E. 36211/15 IMP, RET OF ELECTRIC MOTORS AND GENERATORS.

24. FOREIGN SALES: LOCAL ONLY

25. FINANCIAL REFS: BANCO ATLANTIDA S.A., 3A. AVE. 1 CALLE N.O.,  
SAN PEDRO SULA, BANCO DE LONDRES Y MONTREAL LTDO., 4 AVE. 4 CALLE  
S.O. 26, SAN PEDRO SULA.

26. TRADE REFS: GOULD PUMPS, INC. 240 SENECA FALLS, NEW YORK 13148;  
GOULD CENTURY ELECTRICAL DIV. CHESNUT ST., ST. LOUIS, MO. 63166.

27. FOREIGN FIRMS REPRESENTED: AGENCY REP OF GOULDS PUMPS, INC.,  
240 FALL ST., SENECA FALLS, NEW YORK 13148, FOR WATER PUMPS;  
ACQUIRED 1975; GOULD CENTURY ELECTRICAL DIV. CHESTNUT ST., ST.  
LOUIS MO. 63166 FOR ELECTRICAL MOTORS, ACQUIRED 1976; LOMBARDINI  
MOTORI DE ITALIA, REGGIO EMILIA, ITALY FOR ELECTRIC MOTORS,  
ACQUIRED 1975.

28. POST EVALUATION: THIS FIRM OPERATES ONE OF THE LARGEST  
HARDWARE RETAIL STORES IN HONDURAS. THE FIRM HAS A WORKING  
CAPITAL OF ABOUT 1.5 MILLION LEMPIRAS (US\$750,000); 1977 SALES  
WERE OVER 4.7 MILLION LEMPIRAS (US\$2.35 MILLION). THE HARDWARE  
STORE IS LOCATED IN THE COMMERCIAL CENTER OF SAN PEDRO SULA AND  
SERVICES NORTHERN HONDURAS. IT ALSO OPERATES AN AFFILIATED FIRM  
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CALLED FECOSA (FERRETERIA CORTES, S.A.) IN PUERTO CORTES. THE  
FIRM'S MAJOR STOCKHOLDERS ARE FOUAD I. FARAJ, JACOBO J. FARAJ,  
ELIAS J. FARAJ, ALFREDO J. FARAJ, FRIDA J. FARAJ, CARLOS J. FARAJ,  
AND JUAN J. FARAJ, WHO ARE ALL RELATED TO EACH OTHER. LOCAL  
CREDIT SOURCES REPORT SATISFACTORY EXPERIENCE ON LOANS IN THE  
LOW SIX FIGURES. FEFAS ENJOYS LINES OF BANK CREDITS IN THE MEDIUM  
SIX FIGURES AND USES THEM TO A MAXIMUM IN THEIR FOREIGN BUSINESS  
TRANSACTIONS. THE FIRM'S FINANCES APPEAR SOUND AND OBLIGATIONS  
ARE PROMPTLY MET. THE EMBASSY CONSIDERS COMPANY A GOOD TRADE  
CONTACT FOR U.S. FIRMS.

29. PREP: HARRIETTE CASTILLO, APPR: MARGARET KROMHOUT.  
JARAMILLO

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NNN



## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Message ID:** 1c58a1b0-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
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**Page Count:** 2  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2972105  
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**Status:** NATIVE  
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**TAGS:** BBSR, HO  
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**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014